

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



62.71

# GLADIOLUS FOR 1940

THE PERRIN GARDENS

*Bulb Growers*

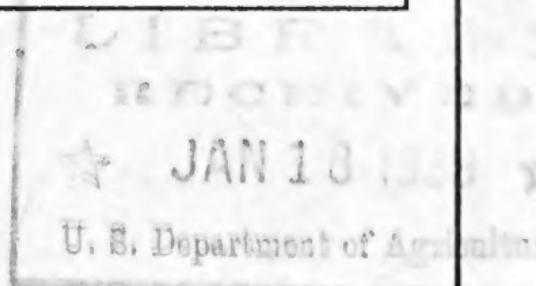
2314 N.E. Alberta Street

PORLAND, OREGON

Return Postage Guaranteed

E. C. Auchter  
U. S. Dept. of Agriculture  
Washington, D. C.

Section 562 P. L. & R.  
U. S. POSTAGE  
**PAID**  
PORTLAND, OREGON  
Permit No. 60



If You Are No Longer Interested in GLADS, Please Return to Postoffice Marked Refused

To open insert knife or thumbnail in staple, then pull

# GLADIOLUS

## 1940

### Read This Before Ordering

We exercise the greatest care to have everything true to name and will replace free, or refund the money, on any stock untrue to name. If for any reason you are dissatisfied with the stock, when received, return it and your money will be refunded.

#### TERMS

Net cash before shipment; 25 per cent deposit will hold orders until shipment. Orders not fully paid will be sent C. O. D. for the balance, at the time for shipment to your locality. Money orders and checks drawn in foreign currency will be credited at the amount for which they are paid.

#### THRIP

The bulbs are guaranteed free from thrip. We treat our bulbs in storage and will ship packed with naphthalene flakes if requested. We advise everyone to treat the bulbs he plants with Lysol. Directions will be packed with your order if you are not familiar with these treatments.

#### ORDER CHANGES

It sometimes happens that we are out of the size you order, but have other sizes in the same variety. Please state if you wish us to send another size or variety if out of what you order. You will always receive liberal value for any change.

#### SHIPMENT

A service charge of 25 cents will be made on domestic orders of less than \$2.00 and foreign orders of less than \$5.00.

Express shipments to states or countries maintaining terminal inspection will be sent to inspection point.

Orders for \$15.00 or more can be sent at any time in the U. S. A. by express. Orders held for spring delivery will be shipped as weather permits. Local and Pacific Coast orders can be sent at any time.

All stock offered and orders accepted F. O. B. Portland, Oregon, subject to prior sale and causes beyond our control.

#### PREMIUMS

Extra bulbs, our selection, will be added to your shipment for the names, new to our list, of your friends that grow 500 or more Glads. These will be selected from importations and newer kinds to avoid duplicating varieties that you have. Better look in your package, you will probably find some extras anyhow.

#### LILY SEED

REGALE—One-half ounce, about 2000 seeds, 10 cents; one ounce, 15 cents; one pound, \$2.00. Four ounces or more at pound rate, all prepaid.

HENRYI—One-fourth ounce, 35 cents; one-half ounce, 60 cents; one ounce, \$1.00.

## THE PERRIN GARDENS OREGON BULB PRODUCTS

2314 N. E. Alberta Street

Telephone Garfield 4984

Oregon Horticultural License No. 342

Portland, Oregon

# Standard Varieties

VARIETY	Per 100							Bullets 1000	Qt.
	No. 1 1½-up	No. 2 1¼-1½	No. 3 1-1¼	No. 4 ¾-1	No. 5 ½-¾	No. 6 ¼-½			
Aflame (Horn.), giant begonia rose .....	1.50	1.25	1.00	.75	.50	.30	.40	.100	
Aida (Pf.), very large dark blue. Extra fine .....	1.60	1.30	1.00	.....	.....	.....	.....	.....	
Albatros (K. & M.), tall plant, enormous white flower .....	1.40	1.20	.90	.60	.45	.25	.30	.100	
Amador (Kingsley) excellent glowing red .....	2.20	1.80	1.30	.90	.60	.35	.50	.300	
<hr/>									
Ave Maria (K. & M.) large, near blue .....	.....	1.30	.90	.60	.....	.....	.30	.100	
Bagdad (Palmer) deep smoky old rose .....	1.20	1.00	.80	.60	.40	.25	.30	.100	
Berty Snow (Mair) good lavender, lighter throat .....	1.20	1.00	.80	.....	.....	.....	.25	.100	
Betty Nuthall (Sal.), a new color; a warm light coral with pale throat. A prize winner .....	1.30	1.00	.80	.60	.40	.25	.25	.100	
<hr/>									
Bleeding Heart (Brown), light pink, red blotch .....	1.50	1.25	1.00	.75	.50	.30	.40	.100	
Blue Triumphant (Pf.), large pale lavender .....	2.00	1.60	1.20	1.00	.75	.50	.....	.....	
Bonneville (Ellis), outstanding deep pink, yellow throat .....	2.50	2.00	1.75	1.25	.75	.40	.50	.300	
Canberra (Errey) large clear yellow .....	2.00	1.60	1.20	1.00	.....	.....	.50	.250	
<hr/>									
Chas. Dickens (K. & M.), bright radiant purple, tall plant .....	.....	.....	1.00	.75	.50	.30	.30	.100	
Commander Koehl (K. & M.), glowing large scarlet .....	1.50	1.25	1.00	.75	.50	.30	.40	.150	
Coryphee (K. & M.), extra fine soft rose pink .....	1.40	1.20	.90	.....	.....	.....	.....	.....	
Debonair (Palmer), La France pink and cream .....	1.25	1.00	.75	.50	.35	.20	.25	.100	
<hr/>									
Dr. F. E. Bennett (D), large deep red .....	1.20	1.00	.80	.60	.40	.25	.25	.100	
Dr. Moody (Kinyon), fine early lavender, many open .....	1.40	1.20	.90	.60	.45	.25	.30	.100	
Duna (Palmer), soft buff pink .....	1.25	1.00	.75	.50	.35	.20	.25	.100	
Early Dawn (Briggs), large geranium pink .....	1.30	1.00	.75	.....	.....	.....	.25	.100	
<hr/>									
Giant Nymph (C), tall light pink, extra fine .....	1.00	.80	.60	.40	.25	.15	.20	.100	
Golden Cup (Palmer), large deep yellow .....	1.50	1.25	1.00	.75	.50	.30	.40	.125	
Golden Measure (Kelway), pure yellow .....	1.50	1.25	1.00	.....	.....	.....	.40	.125	
Gate of Heaven (Pf.) fine deep yellow .....	1.75	1.50	1.25	.90	.60	.35	.40	.200	
<hr/>									
Heavenly Blue (K. & M.), lavender blue, strong grower .....	2.00	1.75	1.30	1.00	.70	.30	.40	.175	
Hinemoa (Doney) sensational smoky rose, yellow blotch .....	2.00	1.75	1.35	1.00	.70	.50	.75	.300	
Irene (Mair), very good salmon rose .....	1.60	1.35	1.00	.80	.60	.35	.40	.150	
J. V. Tets (K. & M.) good textured, large, white .....	1.40	1.20	.90	.60	.45	.25	.40	.125	
<hr/>									
King Arthur (Arenius), large rose lavender .....	2.00	1.60	1.20	1.00	.75	.50	1.00	.300	
La Paloma (Dusinberre), excellent orange with darker throat .....	1.40	1.20	.90	.60	.45	.25	.30	.100	
Libelle (Pf.) strong growing, light blue .....	1.60	1.35	1.00	.80	.60	.35	.40	.150	
Londonderry (Christ) large, orange, smoky .....	2.00	1.75	1.35	1.00	.70	.50	1.00	.300	
<hr/>									
Loyalty (Austin) yellow, deeper throat .....	1.25	1.00	.75	.50	.35	.25	.25	.100	
Maid of Orleans (K. & M.), milky white with light cream throat, tall and vigorous .....	.....	.....	1.20	.90	.....	.....	.75	.200	
<hr/>									
Mammoth White (Hol.), large, pure white .....	1.80	1.50	1.20	.90	.60	.35	.40	.150	
Margaret Fulton, early salmon .....	1.80	1.50	1.20	.90	.60	.35	.40	.150	
Marmora (Errey) lavender smoky .....	1.60	1.35	1.00	.80	.60	.35	.40	.150	
<hr/>									
Mary Elizabeth (Stevens), fine white, cream throat, ruffled .....	2.00	1.75	1.35	1.00	.70	.35	.75	.200	
Mildred Louise (Went.), pleasing apricot, large and frosted .....	1.60	1.35	1.00	.80	.60	.35	.30	.100	
Minuet (C), clear lavender, a prize winner .....	2.00	1.75	1.35	1.00	.70	.50	1.00	.250	
<hr/>									
Morocco (K. & M.), very dark, almost black .....	.....	1.75	1.35	1.00	.....	.....	.....	.....	
Mother Machree (Stevens), golden smoky, extra good .....	1.60	1.35	1.00	.80	.60	.35	.35	.200	
Mrs. S. A. Errey (Errey), large orange, many open .....	1.80	1.50	1.20	.90	.60	.35	.40	.150	

# Wholesale List

All bulbs here offered are guaranteed for purity up to the original cost. They are thoroughly treated and have been very carefully cured. These bulbs have our well known high crowns, and are unsurpassed for "Husky" growth. The best that 21 years of growing experience and favorable growing conditions can produce.

VARIETY	BULBS PER 1000					
	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6
Aflame .....	\$9.00	\$7.00	\$5.00	\$4.00	\$3.00	\$2.00
Aida .....	10.00	8.00	6.00	-----	-----	-----
Albatross .....	10.00	8.00	6.00	4.50	3.00	2.00
Ave Maria .....	-----	10.00	8.00	6.00	-----	-----
Bagdad .....	10.00	8.00	6.00	4.00	3.00	2.00
Betty Nuthall .....	9.00	7.00	5.50	4.00	3.00	2.00
Bonneville .....	18.00	15.00	12.00	9.00	6.00	3.50
Canberra .....	16.00	13.00	10.00	-----	-----	-----
Charles Dickens .....	-----	-----	8.00	6.00	4.00	2.50
Commander Koehl .....	12.00	10.00	8.00	6.00	4.00	2.00
Debonair .....	10.00	8.00	6.00	4.00	3.00	1.50
Dr. Bennett .....	10.00	8.00	6.00	-----	-----	2.00
Duna .....	8.00	6.00	4.00	3.00	2.25	1.50
Gate of Heaven .....	14.00	12.00	10.00	7.50	5.00	3.00
Giant Nymph .....	8.00	6.00	4.00	3.00	2.25	1.50
Golden Cup .....	10.00	8.00	6.00	4.50	3.00	2.00
Hinemoa .....	15.00	12.00	10.00	8.00	6.00	4.00
Irene .....	12.00	10.00	8.00	6.00	4.00	2.00
King Arthur .....	16.00	13.00	10.00	8.00	6.00	4.00
Mammoth White .....	12.00	10.00	8.00	6.00	4.00	2.00
Mary Elizabeth .....	16.00	13.00	10.00	8.00	5.50	3.00
Mildred Louise .....	12.00	10.00	8.00	6.00	4.00	3.00
Minuet .....	16.00	13.00	11.00	8.00	5.50	4.00
Mother Machree .....	13.00	10.00	8.00	6.00	5.00	3.00
Pfitzers Triumph .....	12.00	10.00	8.00	6.00	4.00	2.50
Picardy .....	9.00	7.00	5.00	4.00	3.00	1.50
Red Lory .....	10.00	8.00	6.00	4.00	3.00	2.00
Red Phipps .....	13.00	10.00	8.00	6.00	5.00	3.00
Salbach's Orchid .....	12.00	10.00	8.00	6.00	4.00	2.50
Schabean Girl .....	12.00	-----	8.00	6.00	4.00	2.50
Sonatine .....	12.00	10.00	8.00	6.00	4.00	2.50
Star of Bethlehem .....	16.00	13.00	10.00	8.00	6.00	4.00
Troubadour .....	13.00	10.00	8.00	6.00	4.50	-----
Wasaga .....	9.00	7.00	5.00	4.00	2.50	1.50

Not less than 250 bulbs of one variety and size can be purchased from the above prices. For quantity prices on bulb-lets, the peck rate is 7 times the quart rate. (See previous pages for these prices.) If larger quantities are wanted, write in for special quotations.

## TERMS AND SHIPMENT

Cash or 25% deposit with order, balance on delivery. Stock sent by express unless otherwise instructed. Eastern shipments of 75 pounds can usually be sent cheaper by heated car freight service, which is available to all the larger cities. The rate is \$4.13 per 100 pounds to Chicago and points beyond, including New York. The usual time to Chicago is ten days. All stock offered and orders accepted subject to prior sale. Local and Pacific Coast shipments can also be economically shipped by auto freight. The rate is approximately one half first class express.

**The Perrin Gardens, 2314 N. E. Alberta St., Portland, Ore.**

R. G. Bailey Ptg. Co., Lewiston, Idaho

**PLANTING TIME—Keep a Copy of Your Order**

**The Perrin Gardens** 2314 N. E. Alberta St.  
PORTLAND, ORE. **Bulb Growers**

**Do Not Write Here**

Our No. ....

Ship to \_\_\_\_\_ Date \_\_\_\_\_  
Write plainly and give complete address

Rc'd. ....

Street & No. or R.F.D. \_\_\_\_\_ P. O. Box \_\_\_\_\_

Pikd. ....

Post Office \_\_\_\_\_ State or Province \_\_\_\_\_

Pakd. ....

Express Office \_\_\_\_\_ Canadian Permit No. \_\_\_\_\_  
If Different from Post Office

Shpd. ....

## **OREGON BULB PRODUCTS**

Oregon State Horticultural License No. 342

Telephone Garfield 4984

P. P. ....

V	Quantity	Variety	Size, Inches	Rate	Amount	Do Not Write Here
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
Balance Forward						

In Making Your Order, Please Give Price, and Size to Avoid Delay and Errors.

Continue Order on Other Side

## STANDARD VARIETIES—Continued

VARIETY	Per 100							Bulblets 1000	Qt.
	No. 1 1½-up	No. 2 1¼-1½	No. 3 1-1¼	No. 4 ¾-1	No. 5 ½-¾	No. 6 ¼-½			
Mrs. Leon Douglas (D), begonia rose striped with scarlet .....	1.40	1.20	.90	.60	.45	.25	.30	1.00	
Mrs. Van Konynenburg (K. & M.), bluish purple, strong grower ....	1.80	1.50	1.20	.90	.60	.35	.30	1.50	
Our Selection (Ball), deep salmon tinged purple-lavender, blotched throat, many open, a great prize winner .....	2.00	1.75	1.35	1.00	.70	.50	.75	2.50	
Pelegrina (Pf.), almost blue .....	2.00	1.60	1.20	1.00	.70	.50	.75	2.00	
Pfitzer's Triumph (K. & M.), large blooms of bright salmon orange .....	1.50	1.25	1.00	.75	.50	.30	.30	1.00	
Picardy (Palmer), pleasing apricot .....	1.20	1.00	.80	.60	.40	.20	.25	1.00	
Polar Ice (Pf.), very early, pure white .....	2.20	1.80	1.30	.90	.60	.35	.50	3.00	
Pride of Portland (Ellis), large begonia-rose pink .....	1.60	1.35	1.00	.80	.60	.35	.40	2.00	
Red Lory (Errey), rose red, long spike, many open .....	1.40	1.20	.90	.60	.45	.25	.30	1.00	
Red Phipps (Briggs), good cut flower, red .....	2.00	1.75	1.35	1.00	.70	.40	.50	2.00	
Salbach's Orchid (Salb.), orchid lavender; very good .....	1.60	1.35	1.00	.80	.60	.35	.35	1.50	
Schwaben Girl (Pf.), very early pure pink .....	1.60	.....	1.00	.80	.60	.35	.30	1.50	
Selected Picardy, Husky growing .....	2.00	1.75	1.35	1.00	.....	.....	.....	.....	
Sonatine (Pf.), large rose, small red blotches .....	1.50	1.25	1.00	.75	.50	.30	.30	1.00	
Star of Bethlehem (Pf.), excellent pure white, outstanding .....	2.40	2.00	1.60	1.20	1.00	.75	1.50	4.00	
Troubadour (Pf.), striking deep violet, strong grower .....	1.80	1.50	1.20	.90	.....	.....	.35	1.50	
Veilchenblau (Pf.), violet blue, tall spike .....	1.50	1.25	1.00	.....	.....	.....	.30	1.25	
Wasaga (Pal.), tall clear buff, ruffled .....	1.20	1.00	.80	.50	.30	.20	.30	1.00	
White Butterfly (K.), prim, excellent white. I recommend it .....	1.40	1.20	.90	.60	.45	.25	.25	1.00	
Wurtemburgia (Pf.), red, white throat .....	2.00	1.75	1.35	1.00	.70	.40	.50	2.00	
Yellow Perfection (Pf.), pure soft yellow, darker throat .....	1.80	1.50	1.20	.90	.60	.35	.40	2.00	
Mixed, Made entirely of Standard Varieties .....	1.20	1.00	.80	.50	.30	.20	.30	1.00	

In lots of 250 or more from the above list, one size and variety, use the 1000 rate which is 8 times the 100 rate.  
Any amount can be ordered from this list at the 100 rate providing no single item is less than 10 cents.

## Special Offers

VARIETY	1¼-up	BULBS ¾-up	Blts. ¾-up	Blts. 100
Alayne (Gove) Beautiful lavender rose .....	2 for .10	3 for .10	.....	....
Barcarole (Palmer) Excellent clear orange .....	.65 each	.40 each	.25 each	....
Beacon (Palmer) Good salmon with cream blotch .....	2 for .15	.....	.....	....
Berty Mair (Mair), ruffled, extra fine lavender .....	2 for .10	4 for .10	8 for .10	.20
Betty Co-Ed (Briggs), soft cream pink .....	2 for .10	4 for .10	8 for .10	.20
Bill Sowden (Fallu) Very large, deep red .....	2 for .10	4 for .10	.....	.20
Blue Admiral (Christ) Clear violet blue .....	2 for .10	4 for .10	.....	....
Blue Beauty (Pfitzer) Large, light blue overlaid violet .....	.10 each	2 for .10	3 for .10	....
Champlain (Palmer) Light blue—vigorous .....	2 for .10	4 for .10	8 for .10	.25
Christabel (Mitsch), pink, cream throat .....	2 for .15	4 for .15	8 for .15	.25
Coronation (Palmer), salmon, shaded to cream .....	2 for .10	4 for .10	8 for .10	.25
David Prior (Mair), large orange scarlet .....	.15 each	.....	.....	....
Dr. Hoeg (Prestgard) Extra fine dark red .....	2 for .10	4 for .10	8 for .10	....
Early Melody (Arenius), early lavender pink .....	2 for .10	4 for .10	8 for .10	.25
Ellen Marie (Pruitt) Ruffled salmon pink .....	.10 each	2 for .10	4 for .10	....
Faust (Mair), choice smoky mahogany, frosted slate .....	2 for .15	4 for .15	8 for .15	.20

## SPECIAL OFFERS---Continued

VARIETY	1/4-up	BULBS 3/4-up	3/8-up	BITS. 100
Frederick Christ (D), Lafrance pink, yellow throat .....	2 for .15	4 for .15	.....	....
Fort Sumpter (G. B.), solid scarlet red .....	2 for .15	4 for .15	8 for .15	.25
Golden Chimes (Ellis), large ruffled light yellow .....	2 for .10	4 for .10	.....	....
Gate of Heaven (Pf.), excellent deep yellow .....	2 for .10	4 for .10	8 for .10	.20
Heritage (Ristow), warm pink, lighter throat .....	2 for .15	4 for .15	8 for .15	.30
Hinemoa (Doney) sensational smoky rose, yellow blotch .....	2 for .15	4 for .15	8 for .15	.25
Jersey Cream (Evans) Cream—strong grower .....	2 for .15	4 for .15	8 for .15	....
John Hill (Mair), smoky red with fine markings of darker color .....	2 for .15	4 for .15	8 for .15	.25
J. S. Bach (Pf.), excellent salmon orange .....	2 for .15	4 for .15	.....	....
Kassel (Pf.), large scarlet, very good .....	2 for .15	4 for .15	.....	....
Lavender Rose (K), fine lavender, light throat .....	2 for .15	4 for .15	.....	.25
Londonerry (Christ), large orange smoky .....	2 for .10	4 for .10	8 for .10	.20
Maoriland (N. Z.), exhibition salmon red .....	.15 each	.....	.....	....
Milford (Rides), azure blue, one of the best in its class .....	2 for .10	4 for .10	8 for .10	.25
Miss Alameda (Salb.) salmon pink, carmine blotch .....	2 for .10	4 for .10	8 for .10	.20
Miss New Zealand (NZ), gigantic salmon apricot .....	.10 each	2 for .10	4 for .10	.50
Mr. W. H. Phipps (D) pink to salmon rose, many open .....	2 for .10	4 for .10	.....	....
Mrs. T. Rattray (Aust.), roseys pink mixed with lavender .....	2 for .15	4 for .15	.....	....
Mrs. E. J. Heaton (Heaton), large salmon .....	2 for .10	4 for .10	8 for .10	.20
Mrs. F. E. Bennett (Boynton), large white, with purple throat .....	2 for .10	4 for .10	8 for .10	.20
Mrs. T. E. Langford (Crow) peaches & cream .....	2 for .10	.....	.....	....
New Era (Ellis-Majeski) superb ruffled pink .....	.15 each	.10 each	.....	....
Peggy Lou (Evans) a lavender tinted Picardy .....	.25 each	.15 each	.....	....
Polar Ice (Pf.), plain white, very early .....	2 for .10	4 for .10	8 for .10	.25
Quality (Mair) soft pink—hardy grower .....	2 for .15	4 for .15	.....	....
Queen Helen II (Sal.) geranium pink, yellow throat .....	2 for .10	4 for .10	.....	.20
Queen Mary (Mair), white, flecked lavender. Extra fine .....	2 for .15	4 for .15	8 for .15	.30
Red Ruffles (Arenius), ruffled red .....	.10 each	2 for .10	.....	.25
Rewi Fallu (Aust.), giant dark red .....	2 for .25	3 for .20	6 for .20	.75
Rima (Mitch) lilac & rose—cream throat .....	.30 each	.20 each	.....	....
Rose Lady (Christ), heavy immense smoky rose .....	.10 each	2 for .10	.....	....
Rosemarie Pfitzer (Pf.), large cream, peach throat .....	2 for .10	4 for .10	.....	....
Salbach's Pink (Sal.), large geranium pink .....	2 for .10	4 for .10	.....	.20
Selected Picardy—large growing—hand selected .....	2 for .10	4 for .10	.....	....
Senator (Mair), dark salmon, striped scarlet, choice .....	.10 each	2 for .10	.....	.25
Senorita (Langlois), dark red, overlaid garnet brown, color novelty .....	2 for .10	4 for .10	8 for .10	.20
Shirley Temple (Pruitt) large, ruffle, cream .....	.10 each	2 for .10	.....	....
Smiling Maestro (Christ), deep salmon, flaked brown .....	2 for .15	4 for .15	.....	....
Sport in Rose Ash, beautiful dove color; give it a trial .....	.10 each	.....	.....	....
St. Bruno (Mair), smoky slate and lavender, many open .....	.10 each	2 for .10	.....	.30
St. Cuthbert (Mair), red with white center .....	.10 each	2 for .10	.....	.30
Tairoa (N. Z.) slate pink—purple blotch .....	.....	2 for .10	.....	....
Takina (NZ.), rosoline purple. Giant .....	.10 each	2 for .10	.....	....
Te Whiti (N. Z.), two shades red, yellow throat .....	.10 each	2 for .10	.....	....
Tip Top (Pf.), tall clear scarlet red .....	2 for .10	4 for .10	.....	....
Toa (N. Z.) giant salmon rose .....	.10 each	2 for .10	.....	....
Vagabond Prince (Palmer), bronze red, orange throat, exceptionally good...	2 for .15	2 for .10	5 for .10	.30
Valeria (Pruitt) soft red on straight spike .....	.35 each	.20 each	.....	....
Wurtemburgia (Pf.), large red, white throat .....	2 for .10	4 for .10	8 for .10	.30
Zuni (Mitch) silver-smoky rose .....	.25 each	.15 each	.....	....
Best Mixed—Made up entirely of these Special Offers .....	12 for .50	24 for .50	48 for .50	.25

For 10 or more of one size and variety of the special offers, the rate is 9 times the single bulb rate.

**CONTINUE ORDER ON THIS SIDE**

V	Quantity	Variety	Size, Inches	Rate	Amount	Do Not Write Here
		Amount Brought Forward				
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						

**Extra bulbs will be included in your order for the names and addresses  
of your friends that grow 500 or more gladiolus. Write names below:**

We also issue a Fall List of Tulips and Narcissus. Mark X after these lines if interested.



---

## **IMPORTANT!**

This year we are offering all of our bulbs at "ROCK BOTTOM" F. O. B. Portland prices. This of course means you accept the carrying charges, but just look inside and see how many more bulbs you will receive by ordering this way. Shipments will be made by the most economical method. The rates now have been reduced on smaller shipments so that there is very little difference between Parcel post and Express.

Just in case you want prepaid shipments, let us have your list and we can let you know what the postage will be.

### **ADVANTAGES OF ORDERING NOW**

Early orders are always put up and set aside, then if the weather turns warm in a few months, yours can be shipped on very short notice.

By ordering now, you have a better selection from our 127 varieties, as some kinds are bound to be sold out soon.

As an added inducement, we will fill the "Early bird" orders more generously than the late ones.

